

Message Text

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ORIGIN AF-10

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

UNCLAS STATE 017118

E.O. 11652: N/A

TAGS: EGEN, NI

SUBJECT: BILATERAL ECONOMIC TALKS: FOLLOW UP

REF: STATE 10271 AND PREVIOUS

1. DEPARTMENT SUGGESTS FOLLOWING SCENARIO FOR CONTINUATION
OF ECONOMIC BILATERAL DISCUSSIONS BASED UPON AGREED TO
"JOINT STATEMENT" WHICH ESTABLISHES THREE WORKING GROUPS.
EMBASSY AND FMG COMMENT/SUGGESTIONS WELCOMED ASAP
SO THAT PLANNING MAY PROCEED.

A. INVESTMENT, TRADE AND TRANSFER OF TECHNOLOGY: WE
PROPOSE SENDING A TEAM TO LAGOS BY MID-FEBRUARY TO CON-
TINUE DISCUSSIONS OF PROBLEMS FACING POTENTIAL AND
ACTUAL US INVESTORS IN NIGERIA, INCLUDING PROBLEMS OF
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INDIGENIZATION (INCLUDING COMPENSATION), DIVIDEND
LIMITATIONS, REPATRIATION DELAYS, VISAS FOR BUSINESSMEN,
EXPATRIATE QUOTAS, ETC. DELEGATION WOULD ALSO BE PRE-
PARED TO DISCUSS ISSUES HAMPERING EXPANSION OF TRADE
SUCH AS VESSEL BERTHING PROBLEMS, LACK OF ADEQUATE
PROMOTIONAL EFFORTS BY FMG IN US, DEARTH OF CAPABLE
AND RELIABLE NIGERIAN AGENTS/DISTRIBUTORS FOR US EXPORTERS,

IMPORT FINANCING, ETC. FINALLY, WE WOULD WISH TO DISCUSS
"TRANSFER OF TECHNOLOGY" ISSUE UNDER RUBRIC OF BOTH

EXPANSION OF RDP PROGRAM AS WELL AS HELPING FMG MEET LIST
OF DEVELOPMENT NEEDS AS STATED ON PAGE SEVEN OF "JOINT
STATEMENT". DEPARTMENT BELIEVES US DEL MIGHT VE COM-
POSED OF REPRESENTATIVES OF STATE, USDOC, USAID AND
OUTSIDE EXPERTS (GARBARINO, BUSINESS INTERNATIONAL,
SHIPPING AND/OR PAN AM REPRESENTATIVES, ETC.) TOTALING
PERHAPS SIX MEMBERS.

B. AGRICULTURE AND RURAL DEVELOPMENT: WE BELIEVE THAT
FMG'S OBJECTIVES CAN BEST BE MET IN US. THEREFORE,
SUGGEST APPROPRIATE NIGERIAN DEL TRAVEL TO WASHINGTON
AND PERHAPS BEYOND FOR FIRST HAND DEMONSTRATIONS AND
EXPLANATIONS OF WHAT USG MAY BE ABLE TO PROVIDE IN
THIS CRUCIAL AREA. FOR INSTANCE, WE WOULD BE PREPARED
TO HOLD OR ARRANGE MEETINGS WITH FEDERAL AND STATE
AGRICULTURAL OFFICIALS, TO DISCUSS TITLE XII FAA (LAND
GRANT COLLEGES) ASSISTANCE, AND TO EXAMINE PROVIDING
REIMBURSABLE INPUT TO PROGRAMS SUCH AS THE NATIONAL
ACCELERATED FOOD PRODUCTION PROGRAM. NIGERIAN DEL COULD
MEET WITH REPS OF AGRICULTURAL AND AGRO-BUSINESS ORGANI-
ZATIONS AND FIRMS ON ANY NUMBER OF RURAL DEVELOPMENT
RELATED ISSUE, INCLUDING THE POTENTIAL FOR PRIVATE SECTOR
INVESTMENT. WHAT IS NOW NEEDED IS A CLEAR STATEMENT,
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PREFERABLY FROM FMG, AS TO WHAT NIGERIA EXPECTS FROM US
AND HOW THIS WILL BE RELATED TO NIGERIA'S EXISTING OR
PLANNED RURAL/AGRICULTURAL DEVELOPMENT STRATEGY. NIGERIAN
DELEGATION WOULD BE WELCOME TO ARRIVE ALSO IN MID-FEBRUARY.

C. EDUCATION: WE BELIEVE THAT THIS AREA, INCLUDING ISSUES
OF NIGERIAN STUDENTS IN US, TECHNICAL MANPOWER TRAINING
PROGRAM (AND EXPANSION OF THAT PROGRAM TO INCLUDE US
ASSISTANCE IN CREATING/STRENGTHENING INDIGENOUS NIGERIAN
INSTITUTIONS) AND MATTERS RELATED TO NUC/OLC CAN BEST
BE DISCUSSED IN LAGOS BY RESPONSIBLE MISSION OFFICERS AND
TOM MOSER DURING LATTERS TDY TO LAGOS IN FEBRUARY.
ANOTHER POTENTIAL MEMBER OF US EDUCATIONAL WORKING GROUP
IS DR. EZRA NAUGHTON, NEWLY INSTALLED OLC LIAISON
OFFICER TO NUC WHO PLANS ON LAGOS VISIT DURING THIRD
WEEK FEBRUARY.

2. WE ENVISAGE RESULT OF DISCUSSIONS IN THESE THREE AREAS
AS SUMMARY STATEMENT OF POSITIONS EACH GOVERNMENT, AND
RECOMMENDATION REGARDING APPROPRIATE ACTIONS THAT MIGHT
BE CONSIDERED BY TWO CHIEFS OF STATE AT MEETING NOW
TENTATIVELY SET FOR APRIL. CHRISTOPHER

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